

Tata Motors Job Change – Free Job Alerts – Job Recruitment For Director of Sales

Hiring organization

Tata Motors

Job Location

India

Remote work from: IN; US; AU; NZ; HK; JP; KZ; MY; SG; TW; TH; UZ; VN; AT; BY; BE; DK; FR; DE; GR; NL; RU; ES; CH; UK; GB; DZ; KW; MA; QA; SA; MX; AE; CA; GT; DO

Date posted

March 21, 2024

Valid through

31.12.2024

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Base Salary

USD. 12 - USD. 21

Qualifications

12th Pass, Graduate, Post Graduate

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Employment Type

Full-time

Description

Tata Motors Recruitment 2024

Are you a passionate and strategic sales leader with a proven track record of exceeding targets? Do you thrive in a dynamic environment and possess the vision to drive growth? If so, then Tata Motors, a leading global automobile manufacturer, wants to hear from you!

Tata Motors Jobs Near Me

In this exciting role, you'll play a pivotal role in shaping the future of Tata Motors by leading a high-performing sales team. You'll be responsible for developing and executing strategic sales plans, fostering strong relationships with key clients, and achieving aggressive sales targets for our passenger and commercial vehicle segments.

Summary

We are seeking a highly motivated and results-oriented Director of Sales to join our dynamic team. As a key member of the leadership team, you'll be responsible for leading, motivating, and developing a team of sales professionals. You'll develop and implement strategic sales plans to achieve ambitious growth objectives and ensure the company's continued success in the marketplace.

This is a unique opportunity to join a world-renowned organization and make a significant impact on the automotive industry.

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Key Responsibilities

- Develop and implement comprehensive sales plans aligned with the company's overall business objectives.
- Lead and manage a high-performing sales team, providing coaching, mentorship, and performance management.
- Build and maintain strong relationships with key dealers, distributors, and fleet customers.
- Develop and execute strategies to drive sales volume, market share, and profitability across assigned segments (passenger vehicles and/or commercial vehicles).
- Conduct thorough market research and analysis to identify new sales opportunities and develop effective sales strategies.
- Oversee the sales forecasting process and ensure accuracy to support informed decision-making.
- Monitor and analyze sales performance metrics and identify areas for improvement.
- Implement effective sales training programs to enhance the skills and knowledge of the sales team.
- Develop and maintain strong relationships with internal stakeholders across various departments (marketing, finance, etc.) to ensure alignment and achieve common goals.
- Travel as required to meet with clients, attend industry events, and participate in sales conferences.

Required Skills and Qualifications

- Bachelor's degree in Business Administration, Marketing, or a related field (MBA preferred).
- Minimum 10+ years of experience in a sales leadership role within the automotive industry.
- Proven track record of exceeding sales targets and achieving business objectives.
- Strong leadership skills with the ability to motivate, coach, and develop a sales team.
- Excellent communication, presentation, and interpersonal skills.
- Strong analytical and problem-solving skills.
- Proficient in Microsoft Office Suite (Word, Excel, PowerPoint) and CRM software.
- Ability to travel as required.

Experience

This role is ideal for experienced sales leaders with a minimum of 10 years of experience in the automotive industry. A proven track record of success in exceeding sales targets and leading high-performing teams is essential.

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Why Join Tata Motors

At Tata Motors, you'll have the opportunity to work with a talented team of professionals who are passionate about innovation and excellence. You'll be challenged to think strategically and develop creative solutions to drive sales growth. We offer a competitive compensation and benefits package, as well as a positive and collaborative work environment. Here are some additional reasons to consider joining Tata Motors:

- **Work on Cutting-Edge Technology:** Be a part of shaping the future of mobility with a company at the forefront of electric vehicle technology.
- **Global Exposure:** Gain valuable experience working in a multinational organization with a presence in over 100 countries.
- **Career Development Opportunities:** We invest in the professional development of our employees and offer a variety of training and development programs to help you grow your career.
- **Make a Real Impact:** Contribute to the success of a company that is committed to sustainability and making a positive impact on the world.
- **Competitive Compensation and Benefits Package:** We offer a comprehensive benefits package that includes health insurance, retirement savings plan, and paid time off.

Application Process

To apply for this exciting opportunity, please submit your resume and cover letter online. In your cover letter, please highlight your relevant experience and qualifications, as well as your reasons for wanting to join Tata Motors.

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

Join Us and Make a Difference!

At Tata Motors, we are passionate about building a better future. If you are a highly motivated and results-oriented sales leader who is looking to make a significant impact, we encourage you to apply!

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